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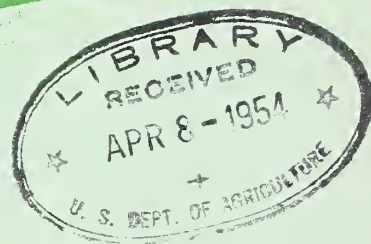
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# CABBAGE, SWEET PEPPERS, *and* SHALLOTS



MARKETING AND  
RELATED PRODUCTION  
PRACTICES AMONG NEGRO  
GROWERS IN LOUISIANA,  
1951-52 SEASON



*An Agricultural Marketing Act of 1946  
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CABBAGE, SWEET PEPPERS, AND SHALLOTS: MARKETING AND RELATED  
PRODUCTION PRACTICES AMONG NEGRO GROWERS IN LOUISIANA,  
1951-52 SEASON 1/

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INTRODUCTION

Cabbage, sweet peppers, and shallots are important truck-farming products in Louisiana. The largest production of these vegetables is in the southern part of the State. In this section of Louisiana climate and soils are favorable for production of late winter and early spring truck crops. Cabbage, sweet peppers, and shallots from Louisiana not only find ready acceptance on the French Market in nearby New Orleans, but with the aid of efficient and fast transportation, these crops are sold on various markets throughout the North and East. Cash receipts from sales of these products in recent years have brought Louisiana farmers more than \$1,500,000 annually.

In 1951 production of early spring cabbage in Louisiana amounted approximately to 5,200 tons, which was about 80 percent smaller than production in the previous year. The average price received by Louisiana farmers was \$60.60 per ton as compared with \$15.40 in 1950. Among the five early spring cabbage producing States, Louisiana in 1951 ranked fourth in production and first in average price received by farmers per ton of cabbage. In 1951 also Louisiana produced about 289,000 bushels of sweet peppers, which brought farmers approximately 95 cents a bushel. The State was in second place among the five early spring sweet pepper producing States, in both production and prices received per bushel of peppers. As for shallots Louisiana had no competition in 1951; the State produced around 90 percent or more of all shallots grown in this country.

Purpose

The purpose of the study reported here is to examine the present functions and methods of marketing cabbage, sweet peppers, and shallots by Negro truck farmers in Louisiana. Included is information on production practices performed by farmers prior to the sale of vegetables. By developing factual information as a basis for appraising the present marketing system, it is believed that recommendations can be suggested which might better equip farmers to cope with the specific problems that arise in the marketing of truck crops.

More specifically the purposes of the study have been:

1. To describe the present variations in marketing functions and channels used in marketing cabbage, sweet peppers, 2/ and shallots by Negro farmers in Louisiana.

---

1/ This study pertains to cabbage crops for the fall of 1951 and the spring of 1952, and spring pepper and shallot crops for 1952.

2/ Hereafter in this report sweet peppers are referred to as peppers.

2. To compare marketing practices used by Negro farmers.

3. To compile factual marketing information that will be useful to Negro county agricultural agents of the State, teachers of vocational agriculture, and Southern University and Agricultural and Mechanical College as a basis for improving local marketing practices and methods presently used by farmers.

### Scope and Method of Study

Material for the study was based largely upon factual information obtained from 103 Negro truck-crop farmers distributed throughout five parishes of Louisiana. These parishes, which include Plaquemines, St. Charles, St. James, St. John the Baptist, and St. Martin were selected from the major truck-farming areas of the State. The largest concentration of Negro truck-crop farmers is found in these parishes. In addition to the information obtained from various farmers, other groups consulted were local shippers, truck-buyers, officials of the French Market in New Orleans, and county agricultural agents.

During the 1952 marketing season harvesting and marketing practices were observed.

Historical data compiled by the Bureau of Agricultural Economics on production and prices were used, as well as information furnished by agricultural experiment stations. Statistical data were also supplied by the Louisiana State Agricultural Statistician.

The method of study was based on a survey of farmers throughout the designated region. Each farmer who grew cabbage, peppers, or shallots was interviewed by a trained enumerator, who recorded the information obtained on a standardized questionnaire.

The sampling procedure used in collecting the field data was designed to obtain information from each Negro farmer who produced and marketed at least one of the commodities covered by the study. Areas in which Negro farmers were located were mapped out on outlined highway maps of Plaquemines, St. Charles, St. James, St. John the Baptist, and St. Martin parishes. The county agricultural agent from each parish helped to map out the areas located in his parish. The designated areas were considered sampling units. From each sampling unit all Negro farmers except those who did not produce or market cabbage, peppers, or shallots, were contacted.

### SIGNIFICANT BACKGROUND FACTORS

#### Age and Education

The 103 growers interviewed ranged from 23 to 68 years of age. The average grower was a little more than 45 years old. Eighty-nine of the growers had received from 1 to 12 years of education, while 14 had not attended school at all. The average number of years of education possessed by the growers was close to 5. Each grower from 23 to 28 years of age had attended school, while the proportion of growers who had not attended school was largest in the 65- to 70-year age group (table 1).



Table 1.- Negro growers of cabbage, peppers, and shallots:  
Education, by age groups, 1952

Farmers interviewed												
Did not attend:			Attended school									
: school :												
: : :			Highest grade attained									
Age group:	Total	:Percent-:	Total	:	:	:	:	:	:	:	:	:
:	Total:	age dis-:	Percent-:	:	:	:	:	:	:	:	:	:
:	tribulation:	Actual:age dis-:	1 : 2 : 3 : 4 : 5 : 6 : 7 : 8 : 9 : 10 : 11 : 12	:	:	:	:	:	:	:	:	:
:	:	:	tribution:	:	:	:	:	:	:	:	:	:
Years	Number	Percent	Number	Percent	No.	No.	No.	No.	No.	No.	No.	No.
23 - 28	7	100.0	--	--	1	--	1	3	1	--	--	--
29 - 34	17	88.2	2	11.8	1	1	3	2	1	3	--	--
35 - 40	15	86.7	2	13.3	--	1	5	1	1	2	3	--
41 - 46	22	90.9	2	9.1	--	--	3	8	3	--	3	--
47 - 52	13	76.9	3	23.1	--	1	2	3	1	--	2	--
53 - 58	10	80.0	2	20.0	--	4	2	1	--	1	--	--
59 - 64	12	91.7	1	8.3	--	1	2	1	5	1	--	1
65 - 70	7	71.4	2	28.6	--	--	1	3	--	--	--	--
Total	103	86.4	14	13.6	1	9	18	20	11	9	7	1

Table 2.- Negro growers of cabbage, peppers and shallots: Distribution  
by number of years operated a farm, by parishes, 1952

Growers interviewed												
Total :			Number of years operated a farm									
: : :												
: Total :			1-5 : 6-10 : 11-15 : 16-20 : 21-25 : 26-30 : 31-35 : 36-40 : 41-45 : 46-50									
Parish	Number	Number	Number	Number	Number	Number	Number	Number	Number	Number	Number	Number
Plaquemines	6	--	1	1	--	1	--	1	--	1	--	--
St. Charles	11	2	2	1	--	2	--	--	--	1	1	1
St. James	44	3	14	15	5	1	1	1	--	1	--	--
St. John the Baptist	13	4	2	1	2	2	--	1	1	--	--	--
St. Martin	29	5	3	7	2	3	2	1	1	1	--	--
Total	103	14	22	25	9	7	5	2	4	1	--	--

Special training in agriculture through the Veteran-on-the-Farm Training Program had been received by about 18 percent of the growers. These growers ranged from 24 to 46 years of age, and they had participated in the program from slightly more than 2 months to 4 years... The average grower who participated in the program was about 29 years of age with a little more than 2 years of participation. No grower interviewed had obtained training from 4-H Club work.

### Length of Time of Farm Operation

Growers had operated farms from 1 to 46 years. The average number of years of operation was a little more than 16 (table 2).

Table 3 shows the number of years growers had raised each of the three kinds of vegetables considered in this report.

Table 3.- Negro growers of cabbage, peppers, and shallots:  
Distribution by number of years vegetables were grown  
for commercial markets, by parishes, 1952

Parish	Cabbage			Peppers			Shallots		
	Growers	Years		Growers	Years		Growers	Years	
	inter-	grown		inter-	grown	1/	inter-	grown	
	viewed	Range	Average	viewed	Range	Average	viewed	Range	Average
	Number	Years	Years	Number	Years	Years	Number	Years	Years
Plaquemines:	4	7-17	11.5	4	8-35	18.5	1	1	1 1
St. Charles:	4	1-5	4.8	5	1-30	11.4	9	3-46	18.3
St. James :	7	9-25	14.3	24	2-35	11.8	44	1-35	12.2
St. John the Baptist :	4	1-27	12.0	3	1-20	10.7	13	1-40	15.5
St. Martin :	15	1-30	9.9	--	--	--	27	1-9	3.6
Total :	34	1-30	10.6	36	1-35	12.4	94	1-46	10.7

1/ No grower in St. Martin Parish reported production of peppers.

### Part-time Employment off the Farm

Working for wages at various jobs off the farm was an important way of increasing cash income for 22 of the 103 growers (table 4). Nearly all of these growers said that truck farming had become too uncertain to assure them a satisfactory living from full-time farming. For this reason they worked on different jobs off their farms to supplement their income. Off-farm employment ranged from 15 to 350 <sup>3/</sup> days a year, and averaged 134, or about 4 1/2 months a year.

In St. Charles, St. James, and St. John the Baptist Parishes, 18 of the growers interviewed worked part time on jobs other than farming. Two large sugar refineries created opportunities for off-farm work for many of the growers in these parishes. Part-time employment was also found with construction work in nearby areas. One grower in Plaquemines Parish worked part time operating a grocery store; another worked on a levee. Employment off the farm in St. Martin Parish consisted of part-time plumbing for one grower and construction work for another.

<sup>3/</sup> One grower in St. James Parish worked part time at a sugar refinery 350 days a year.

Table 4.- Negro growers of cabbage, peppers, and shallots: Distribution by number of days work off the farm, by parishes, 1951-52

Parish	Farmers interviewed									
	Farming only					Farming and worked off the farm				
	Total	Actual	Percentage	Actual	Percentage	Total	Actual	Percentage	Actual	Percentage
	Number	Number	Percent	Number	Percent	Number	Number	Number	Number	Number
Plaquemines	6	4	66.7	2	33.3	--	--	2	--	--
St. Charles	11	9	81.8	2	18.2	--	1	1	--	--
St. James	44	30	68.2	14	31.8	3	3	5	1	1
St. John the Baptist	13	11	84.6	2	15.4	--	--	--	1	1
St. Martin	29	27	93.1	2	6.9	1	1	1	--	--
Total	103	81	78.6	22	21.4	4	4	9	2	1

Table 5.- Negro growers of cabbage, peppers, and shallots: Distribution by proportion of land used for producing vegetables by tenure classes, by parishes, 1951-52 season 1/

Parish	Peppers									
	Cabbage					Shallots				
	Growers: inter-viewed	Total: acres	Owned: Per cent	Rented: Per cent	Share: Per cent	Growers: inter-viewed	Total: acres	Owned: Per cent	Rented: Per cent	Share: Per cent
	Number	Number	Per cent	Per cent	Per cent	Number	Number	Per cent	Per cent	Per cent
Plaquemines	4	25.0	68.0	20.0	12.0	4	7.5	53.3	46.7	1.00
St. Charles	4	10.5	47.6	52.4	--	5	11.0	45.4	54.6	25.75
St. James	7	23.0	52.4	47.8	--	24	85.0	32.9	61.2	241.00
St. John the Baptist	4	21.5	--	100.0	--	3	5.0	60.0	40.0	59.00
St. Martin	15	52.5	50.5	--	49.5	--	--	--	--	79.50
Total	34	132.5	45.9	32.3	21.8	36	108.5	36.4	58.5	5.1
										406.25
										39.6
										43.6
										16.8

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

2/ No grower in St. Martin Parish reported production of peppers.



# PRODUCTION PRACTICES

## Acreage

In the five parishes surveyed, growers used 2,480 acres of land for cultivation. Only 712 of these 2,480 acres were used for cabbage, peppers, and shallots. The largest part of the 712 acres was planted to shallots, which accounted for 66 percent of the total (table 5). Nineteen percent of the land was used for growing cabbage, while the remaining 15 percent was planted to peppers.

During the 1952 spring season 87 percent of the growers interviewed produced from one-fourth acre to 15 acres of shallots and 36 percent grew from one-half acre to 60 acres of peppers. Thirty percent of them grew from one-fourth acre to 17 acres of cabbage during the 1951 fall and 1952 spring seasons. Fifty-one percent of these growers produced two or more of the three vegetables surveyed, whereas 49 percent grew only one (table 6).

Table 6.- Negro growers of cabbage, peppers, and shallots:  
Distribution by crop grown on the farm, 1951-52 season 1/

Crop grown	Growers	
	Number	Percent
Cabbage	6	5.8
Peppers	4	3.9
Shallots	40	38.8
Cabbage and peppers	2	2.0
Cabbage and shallots	21	20.4
Shallots and peppers	23	22.3
Shallots, peppers, and cabbage	7	6.8
Total	103	100.0

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952

Many growers decreased or increased their acreage of the three truck crops in 1951-52 by more than 25 percent as compared with the preceding year. Sixty-eight percent of the farmers who grew cabbage made changes in acreage, while 32 percent kept the same acreages. Seventy percent of the changes were decreases. Reasons for the decrease in acreage by about 31 percent of the growers were the lack of a market for cabbage and the low prices of the 1951-52 marketing season. A decrease in acreage by the remaining 69 percent was due to a shortage of land, seed, and plants. Of the 30 percent who increased their acreage of cabbage for the 1951-52 season, 43 percent anticipated good prices. Fifty-seven percent increased their acreage because they had additional land, seed, or other factors that could be utilized to produce cabbage.

Seventy-eight percent of the farmers who grew peppers changed their 1952 acreage as compared with 1951. Seventy-one percent of the changes were decreases in acreage, and 29 percent were increases. The main reasons for decreases in acreage were shortage of land, fertilizer, seed, and labor for 55 percent of the growers. Lack of a market and low prices in 1951



were reasons given for a decrease in acreage by 35 percent of the growers. Ten percent had crop failures during the 1951 pepper season which caused them to decrease their 1952 acreage. Anticipation of good prices was the reason given by 50 percent of the growers who increased acreage, for the increase. The remaining 50 percent had more land available for cultivation of peppers.

Sixty-eight percent of the shallot growers made adjustments in acreage for the 1952 season. Acreages were decreased by 73 percent of these growers, while 27 percent increased their acreages. A shortage of land, seed, and labor were reasons for a decrease by 78 percent of the growers who reduced their acreages. The remaining 22 percent said that the poor market and low prices for their shallots during 1951, caused them to decrease their acreage for 1952. Anticipation of good prices was the reason given by 50 percent of the growers who increased their acreages. Another 50 percent had more land and plants available for production of shallots.

#### Acreage Harvested, Production, and Yield

Growers reporting total acres of truck crops for the 1951-52 season harvested 95.5 acres of cabbage, 102.5 acres of peppers, and 415.25 acres of shallots (table 7).

In the five parishes farmers interviewed produced 363.6 tons of cabbage, 9,202 hampers of peppers, and 14,388 barrels of shallots. Average yield per acre was 3.8 tons of cabbage, 89.8 hampers of peppers, and 41 barrels of shallots.

#### HARVESTING CABBAGE

The time of harvesting cabbage differed among various growers. Eighty-four percent of the growers harvested cabbage when the green cover leaves started to curl back, slightly exposing some of the whiter leaves. At this stage it was felt that the cabbage had reached maximum size and solidity without bursting or becoming too crisp and brittle for sale.

Ten percent of the growers harvested only part of their cabbage when the green cover leaves began to curl back. They harvested the rest of the crop when the cabbage was crisp and brittle. Growers apparently were discouraged by the low prices received for their first cutting of cabbage. Several farmers said that it made no difference when they harvested cabbage, as they would still receive low prices.

Harvesting part of the cabbage crop as soon as the heads attained a marketable size, regardless of the solidity of the cabbage, was reported by 6 percent of the growers. This practice was used at the beginning of the season in order to obtain top prices for cabbage. As the season advanced and prices became lower, growers in this group harvested only those heads that were solid and had reached maximum size.

Butcher knives were commonly used by growers to cut and trim cabbage, although several used cane knives for this purpose.

Table 7.- Negro growers of cabbage, peppers, and shallots: Distribution by acres of vegetables harvested, production, and yield, 1951-52 season 1/

Parish	Cabbage				Peppers 2/				Shallots 3/			
	Farmer's report- ing	Acreage har- vested	Production Tons	Yield per acre	Farmer's report- ing	Acreage har- vested	Production Tons	Yield per acre	Farmer's report- ing	Acreage har- vested	Production Tons	Yield per acre
	Number	Acres			Number	Acres			Number	Acres		
Plaquemines	3	10.0	30.0	3.0	4	7.5	1,250	166.7	1	1.00	12.5	12.5
St. Charles	4	10.5	28.8	2.7	5	11.0	1,280	113.6	9	26.75	1,208.5	45.1
St. James	6	23.0	122.2	5.3	23	79.0	6,277	79.5	41	220.50	8,490.0	38.5
St. John												
the Baptist	13	15.0	45.6	3.0	3	5.0	395	79.0	13	52.0	2,394.0	46.0
St. Martin	11	37.0	137.0	3.7	--	--	--	--	15	50.0	2,283.0	45.7
Total	28	95.5	363.6	3.8	35	102.5	9,202	89.8	79	350.25	14,388.0	41.0

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

2/ No grower in St. Martin Parish reported production of peppers.

3/ Includes growers who harvested or sold in the field, only green bunched shallots.

4/ One hamper contains approximately 25 pounds of peppers.

5/ One barrel contains about 80 pounds of shallots, which is approximately 20 dozen bunches weighing about 4 pounds a dozen.

After removing all leaves showing damage from insects or disease, growers marketed their cabbage with 2 to 8 green wrapper leaves attached. The average number of wrapper leaves attached was about 4.

Since the 1947-48 season 88 percent of the growers of cabbage had not changed their method of trimming cabbage. The 12 percent who made changes were trimming their cabbage closer, leaving fewer wrapper leaves. The principal reason for trimming the heads closer was due to the market demand for cabbage with fewer wrapper leaves. Growers in this group also said that unfavorable weather and insects had damaged their cabbage, causing them to trim it closer.

Twenty of the 30 growers reporting packed their cabbage in the field in mesh bags as the heads were cut and trimmed (table 8). These bags held approximately 50 pounds of cabbage. After the bags were filled they were carried to the edge of the field and placed on wagons or trucks for transportation to market. Eight growers cut, trimmed, and loaded their cabbage in bulk into wagons or trucks. The load was then hauled to the edge of the field for sorting and packing, if it was not sold by the ton. A two-wheel cart was used by one grower for placing and hauling cabbage to the edge of his field for final sorting and packing.

Table 8.- Negro growers of cabbage: Distribution by number using various means of removing cabbage from the field, by parishes, 1951-52 season

Parish	: For removal from field cabbage placed in					
	: Growers : : reporting :	: Mesh bags :	: Truck, : : loose :	: Wagon, : : loose :	: Cart : :	: Mesh bags : on wagons : and loose : in wagon
	: Number	: Number	: Number	: Number	: Number	: Number
Plaquemines	: 4	2	1	--	--	1
St. Charles	: 4	2	2	--	--	--
St. James	: 7	7	---	--	--	--
St. John the Baptist	: 4	3	--	--	1	--
St. Martin	: 11	6	2	3	--	--
Total	: 30	20	5	3	1	1

#### Labor for Cutting and Trimming

Information was obtained both as to the proportion of growers of cabbage using hired and family labor for cutting and trimming cabbage, and the proportion of the crop cut and trimmed by each kind of labor. None of the 30 growers reporting, used hired labor exclusively, while 57 percent used family labor exclusively (table 9).



Table 9.- Negro growers of cabbage: Distribution by number using hired labor and family labor for cutting and trimming cabbage, by parishes, 1951-52 season

Parish	Growers cutting and trimming				
	: All cab-		: 50-99.9 per-		: All cabbage
	: Growers		: bage with		: with family
	: reporting	: hired	: bage with	: bage with	: labor
	: labor	: family labor	: family labor	: family labor	
	: Number	Number	Number	Number	Number
Plaquemines	: 4	--	2	--	2
St. Charles	: 4	--	1	2	1
St. James	: 7	--	--	5	2
St. John the Baptist	: 4	--	--	1	3
St. Martin	: 11	--	--	2	9
Total	: 30	--	3	10	17

Although 43 percent of the growers used some family and some hired labor for cutting and trimming cabbage, the majority of the growers in this group depended mainly on family labor. Of the harvested crop, 11,179 bags, or 79 percent were cut and trimmed by family labor. Hired labor cut and trimmed only 2,965 bags, or 21 percent of the crop (table 10).

Table 10.- Negro growers of cabbage: Proportion of cabbage crop cut and trimmed by family labor and hired labor, by parishes, 1951-52 season

Parish	: Number of 50-pound bags of cabbage cut and			
	: Growers		: trimmed	
	: reporting		: By	: By
	: Total		: family labor	: hired labor
	: Number 1/	Number	Number	Number
Plaquemines	: 3	1,200	598	602
St. Charles	: 3	854	579	275
St. James	: 6	4,779	3,374	1,405
St. John the Baptist	: 3	1,822	1,448	374
St. Martin	: 11	5,480	5,180	300
Total	: 26	14,135	11,179	2,956

1/ Four growers said they harvested heads of cabbage by the dozen.

#### Cost of Labor

Five of the 13 growers who hired labor used it exclusively for cutting and trimming cabbage. The remaining 8 used hired labor to cut, trim, sort, and pack cabbage. Those growers who utilized hired labor for cutting and trimming only paid wages from 6 to 18 cents for each full bag of cabbage cut and trimmed. The average wage paid was about 11 cents a bag.



# HARVESTING PEPPERS

Color and size of peppers were the main criteria used by growers in deciding when to pick their crop. Of the 35 growers reporting, 31 harvested their peppers when they had turned dark green, while 2 growers delayed picking until the peppers were tinged with red. One grower picked his peppers when they were light green. Another, who picked both light and dark green peppers, said that his harvesting was governed by the day he visited the French Market in New Orleans. This particular grower usually made two trips a week to the market, in order to sell the different truck crops produced on his farm. The average size of peppers at time of picking was about 2 3/4 inches in diameter and about 3 1/2 inches in length.

Most growers harvested their peppers with a short stem attached, placing them in burlap sacks or hampers (table 11). Each full sack or hamper was then removed from the field for final sorting and packing. A few growers loaded the peppers loose in a truck or cart and hauled them from the field for sorting and packing.

Table 11.- Negro growers of peppers: Distribution by number using various means of removing picked peppers from the field, by parishes, 1952 spring season

Parish	:Peppers placed in for removal from the field					
	: Growers	:Burlap:	:Hampers:	:Loose in:	:Loose in:	:Burlap bags
	:reporting:	:bags:	:	:truck:	:cart:	:and hampers
	: Number	: Number	: Number	: Number	: Number	: Number
Plaquemines	: 4	: 4	: --	: --	: --	: --
St. Charles	: 5	: 2	: 3	: --	: --	: --
St. James	: 23	: 14	: 2	: 3	: 2	: 2
St. John the Baptist	: 3	: --	: 3	: --	: --	: --
St. Martin	: --	: --	: --	: --	: --	: --
Total	: 35	: 20	: 8	: 3	: 2	: 2

## Labor for Picking

Fifty-seven percent of the growers of peppers used family labor exclusively for harvesting, and 37 percent used some family and some hired labor. The remaining 6 percent depended upon hired labor exclusively (table 12).

Table 12.- Negro growers of peppers: Distribution by number using hired labor and family labor for picking peppers, by parishes, 1952 spring season

Parish	: Growers picking				
	: All pep-	: 1-49.9 per-	: 50-99.9 per-	: All peppers	
	: Growers	: pers with:	: cent of pep-	: cent of pep-	: with family
	:reporting:	: hired	: pers with:	: pers with:	: labor
	: labor	: family labor:	: family labor:	: family labor:	: labor
	: Number	: Number	: Number	: Number	: Number
Plaquemines	: 4	: --	: 1	: --	: 3
St. Charles	: 5	: 1	: 1	: 2	: 1
St. James	: 23	: 1	: 5	: 3	: 14
St. John the Baptist	: 3	: --	: 1	: --	: 2
St. Martin	: --	: --	: --	: --	: --
Total	: 35	: 2	: 8	: 5	: 20

From the standpoint of the proportion of the pepper crop picked by each kind of labor, growers, and their families picked 6,459 hampers, or 70 percent of the 9,202 hampers harvested on the farms of the 35 reporting growers. Hired labor harvested the rest (table 13).

Table 13.- Negro growers of peppers: Proportion of pepper crop picked by family labor and hired labor, by parishes, 1952 season

Parish	: Growers : : reporting :	Number of hampers		
		: Total picked :	: Picked by : : family labor :	: Picked by : hired labor :
		Number	Number	Number
Plaquemines	: 4	1,250	1,090	160
St. Charles	: 5	1,280	684	596
St. James	: 23	6,277	4,307	1,970
St. John the Baptist	: 3	395	378	17
St. Martin	: --	--	--	--
Total	: 35	9,202	6,459	2,743

#### Cost of Labor

Fourteen of the 15 growers who used hired labor utilized it for picking, sorting, washing, and packing peppers. One grower used his hired labor for picking exclusively. Hired labor that performed all three functions was paid from 10 to 40 cents for each full hamper of peppers. The average wage paid was about 21 cents per hamper. The one worker who was hired to pick peppers exclusively was paid 17 cents for each hamper picked.

#### HARVESTING SHALLOTS

In harvesting shallots 81 percent of the 91 growers reporting, harvested green bunched shallots, while an additional 8 percent sold green shallots in the field by the plot to trucker buyers or on contract. The remaining 11 percent of the growers left their shallots in the field to dry. After the shallots had dried properly, the sets were either sold or kept for seed.

Thirty-one of the growers who pulled green bunched shallots removed them loose from the field in wagons. Trucks were utilized by 28 growers and carts by 13 for removing shallots from the field to be trimmed, washed, and tied in bunches. Shallots were hauled from the field on a sled by one grower, and another used the family automobile for this purpose (table 14).

Shallot leaves were bruised in the process of harvesting by 35 percent of the growers. Those who bruised shallot leaves said that such bruising was due mainly to inexperienced hired labor and the pulling of shallots from hard soil.

In order to blanch the shallots properly growers usually began the process with soil, about 17 days previous to harvesting. At the time they

were pulled, shallots had from three-fourths of an inch to 7 inches of blanch. The average number of inches of blanch appearing on pulled shallots was about 3.

Ten growers who harvested dried shallot sets, left shallots in the field until all leaves had fallen over. The plants were then pulled and left in the field, so that the sun could dry out all excessive moisture.

Table 14.- Negro growers of shallots: Distribution by number using various means of removing pulled shallots from the field, by parishes, 1952 spring season

Parish	For removal from field shallots placed in							
	Growers report- ing	Wagon	Truck	Cart	Family auto- mobile	Shallots left in field to dry	Shallots sold in field to buyers	
	Number	Number	Number	Number	Number	Number	Number	Number
	:	:	:	:	:	:	:	:
Plaquemines	1	--	--	--	--	1	--	--
St. Charles	9	6	3	--	--	--	--	--
St. James	41	10	20	10	1	--	--	--
St. John the Baptist	13	4	5	3	--	--	--	1
St. Martin	27	11	--	--	--	--	10	6
Total	91	31	28	13	1	1	10	7

#### Labor for Pulling Green Bunched Shallots

Fifty seven percent of the growers (including those who harvested some dried shallot sets) used family labor exclusively for harvesting. Four percent relied entirely upon hired labor, and 39 percent used both family and hired labor (table 15).

Table 15.- Negro growers of shallots: Distribution by number using hired labor and family labor for pulling shallots, by parishes, 1952 spring season 1/

Parish	Growers pulling				
	Growers reporting	All shallots with hired labor	1-49.9 percent of shallots with family labor	50-99.9 percent of shallots with family labor	All shallots with family labor
	Number 2/	Number	Number	Number	Number
	:	:	:	:	:
Plaquemines	1	--	--	--	1
St. Charles	9	1	2	3	3
St. James	41	1	11	8	21
St. John the Baptist	12	1	2	2	7
St. Martin	13	--	2	--	11
Total	76	3	17	13	43

1/ Includes all green bunched shallots harvested by growers.

2/ Excludes 6 growers in St. Martin Parish and 1 in St. John the Baptist who sold shallots in the field to buyers.



Of the 13,305 barrels of green shallots harvested by both family and hired labor, 7,674.75 barrels, or 58 percent of the total, were pulled by family labor. The remaining 5,630.25 barrels, or 42 percent were pulled by hired labor (table 16).

Table 16.- Negro growers of shallots: Proportion of shallot crop pulled by family labor and hired labor, by parishes, 1952 spring season 1/

Parish	Growers reporting	Number of barrels		
		Total	Pulled by family labor	Pulled by hired labor
	Number	Number 2/	Number	Number
Plaquemines	1	12.5	12.50	--
St. Charles	9	1,208.5	579.75	628.75
St. James	41	7,933.0	4,150.00	3,783.00
St. John the Baptist	12	2,366.0	1,522.50	843.50
St. Martin	13	1,785.0	1,410.00	375.00
Total	76	13,305.0	7,674.75	5,630.25

1/Includes all green bunched shallots harvested by growers.

2/Excludes 693 barrels sold in the field by 6 growers in St. Martin, and 28 barrels by 1 grower in St. John the Baptist Parish.

Five growers left part of their shallots in the field to dry before harvesting. Six additional growers harvested their entire crop in the form of dried shallot sets. Production of dried shallot sets by these producers ranged from 400 to 7,500 pounds. Average production was 3,790 pounds per grower.

#### Cost of Labor

Of the 33 growers using hired labor, 82 percent paid this labor for harvesting exclusively, while 18 percent also used their hired labor to trim the shallots. For harvesting shallots, hired labor was paid in most cases on an hourly basis. Growers had no available time records showing the number of hours for which they hired their labor. Neither was there any standard hourly wage rate among growers. Therefore, the cost of labor for harvesting was converted into barrel units. From this calculation it was found that the average wage paid for harvesting was about 36 cents a barrel.

#### SORTING AND PACKING CABBAGE

Six of the 10 growers who hauled cabbage to the edge of the field for final sorting and packing had some type of shelter for performing these functions. Shelters used as packing sheds for 3 growers were made of tin, while wooden sheds were used by the other 3. Four growers had no packing sheds. Each of three growers sorted and packed cabbage under a tree near the edge of the field. The other sorted and packed part of his crop in a pasture. This particular grower fed all heads unsuitable for the market to his livestock.



### Mesh Bags

Cabbage was sorted and packed in mesh bags, which were designed to hold about 50 pounds of cabbage. These bags were bought new by 17 of the 30 growers, while 2 bought used bags. Eleven of the growers who did not buy mesh bags had them furnished free by trucker-buyers, or hauled their cabbage in bulk to a shipper-buyer's shed for final sorting and packing. Those who bought bags paid from \$5 to \$525 for all bags purchased. Cost per bag ranged from 5 to 21 cents and averaged about 14 cents.

### Labor and Cost of Sorting and Packing

Five of the growers who used hired labor for harvesting, used family labor exclusively to sort and pack cabbage. This meant that 8 growers used some hired labor for sorting and packing their cabbage, and 22 used family labor exclusively (table 17).

Table 17.- Negro growers of cabbage: Distribution by number using hired labor and family labor for sorting and packing cabbage, by parishes, 1951-52 season

Parish	Growers sorted and packed				
	: Growers reporting	: All cab- : 1-49.9 per-		: 50-99.9 per-	
		: bage with : hired	: cent of cab- : bage with	: cent of cab- : bage with	: All cabbage with family
		: labor	: family labor	: family labor	: labor
	: Number	Number	Number	Number	Number
Plaquemines	: 4	--	2	--	2
St. Charles	: 4	--	1	2	1
St. James	: 7	--	---	--	7
St. John the Baptist	: 4	--	--	1	3
St. Martin	: 11	--	--	2	9
Total	: 30	--	3	5	22

Growers who used hired labor for sorting and packing had utilized the same labor to cut and trim their cabbage. For performing all functions, from cutting to packing, hired labor was paid from 8 to 18 cents for each packed bag. The average wage was about 12 cents a bag.

### SORTING, WASHING, AND PACKING PEPPERS

Thirty-one of the 35 growers of peppers had no type of shed for sorting and packing peppers, while 4 had packing sheds on their farms. Three of these sheds were made of tin and one was built of wood.

Nine growers who had no packing sheds hauled their harvested crops to a nearby shipper's packing shed. Here their pappers were washed, waxed in a few cases, sorted, and packed in standard-size hampers. Twenty growers washed, sorted, and packed their crops under trees near the edge of the field, on the porch of the farm home, or as in one case, in the garage. One grower used a neighbor's packing shed; another washed peppers at his farm, but sorted and packed them at the French Market.

Sixty-five percent of the growers who washed, sorted, and packed peppers on the farm hauled them to market in hampers, and 35 percent used burlap bags. Most growers in the latter group sold them on a hamper basis. The peppers were poured into the hampers at the market.

### Hampers and Burlap Sacks

Hampers left over from the 1951 marketing season were used by several growers, whereas others spent from \$1 to \$200 for them. Unit cost for hampers ranged from 10 to 30 cents, and averaged 25 cents. Three growers in this group bought used hampers, which cost from 10 to 15 cents per hamper. The price paid for burlap bags ranged from 5 to 20 cents and averaged about 11 cents. Two growers bought used bags.

Three growers, who formerly used hampers, were hauling their peppers to market in burlap bags. One had often found it difficult to buy the desired number of hampers. The other two believed that their marketing cost could be reduced by hauling peppers to market in bags, where they were measured and sold on a hamper basis.

### Labor and Cost of Washing, Sorting, and Packing

Family labor was used exclusively by 22 growers for washing, sorting, and packing peppers. This meant that two growers who used hired labor for picking peppers changed to family labor for sorting and packing. Some hired labor was utilized by 11 growers, whereas two growers used hired labor exclusively (table 18).

Table 18.- Negro growers of peppers: Distribution by number using hired labor and family labor for sorting, washing and packing peppers, by parishes, 1952 spring season

Parish	Growers sorted and packed				
	: Growers		: All pep-		: All peppers
	: reporting		: pers with		: with family
	: labor		: family labor		: labor
	Number	Number	Number	Number	Number
Plaquemines	4	--	--	--	4
St. Charles	5	1	1	1	2
St. James	23	1	5	3	14
St. John the Baptist	3	--	1	--	2
St. Martin	--	--	--	--	--
Total	35	2	7	4	22

Wages paid hired labor averaged about 23 cents for each full hamper of washed, sorted, and packed peppers.

## TRIMMING AND SORTING SHALLOTS

After shallots were removed from the field they were trimmed and sorted on the porch of the farm home by 47 percent of the 76 growers reporting, whereas 18 percent of the growers trimmed and sorted their crop under a tree. A toolshed, barn, or other farm building was used by 17 percent, and some combination of these was used by 18 percent of the growers.

In trimming shallots, only one grower did not always remove completely the loose outer skin to the base of the roots. Forty-three percent of the growers frequently left two or more shallots attached to each other, and 28 percent often broke shallot stems above the point of root attachment. In the process of trimming all growers removed discolored leaves. Two or more shallot stems were usually left encased in the wrapper sheath by 32 percent of the producers, and 42 percent did not remove all small shallots (under one-fourth of an inch in diameter) while trimming shallots.

### Tying and Washing

Raffia, for tying bunches of shallots, was used by 45 percent of the 76 growers reporting. Another 20 percent used cord from burlap bags. Eighteen percent of the growers used raffia furnished by a shipper-buyer, and 17 percent used raffia left from the previous marketing season. Those growers who bought raffia paid an average price of 58 cents per pound.

Shallots were washed in large tubs by 32 of the 76 growers, while 17 used water troughs, made of wood, iron or concrete. Barrels, iron kettles, or similar receptacles were used by 20 growers. Five producers of shallots washed shallots in a pond, a nearby canal, a deep ditch, or a bayou. One farmer washed his shallots in a washing vat owned by a shipper-buyer, and another spread his shallots on the grass and washed them with a garden hose.

### Crates

Eight growers bought crates, which held from 5 to 8 dozen bunches of shallots, to be used in packing shallots for the market. Sixty-six producers left that part of their crop not sold to trucker-buyers or at the French Market, to shipper-buyers for packing. Two growers sold all their shallots by the bunch at the French Market. The average unit price paid by the 8 growers who bought crates was about 21 cents.

### Labor and Cost of Trimming and Sorting

Nineteen shallot growers used hired labor solely, and 32 utilized some hired labor for trimming and sorting shallots. Family labor was used exclusively by the remaining 25 (table 19). The average cost of labor for trimming and sorting converted into barrel units, was \$1.85 per unit.



Table 19.- Negro growers of shallots: Distribution by number using hired labor and family labor for trimming and sorting shallots, by parishes, 1952 spring season 1/

Parish	Growers trimmed				
	Growers reporting	All shallots with hired labor	1-49.9 per cent of shallots with family labor	50-99.9 per cent of shallots with family labor	All shallots with family labor
	Number	Number	Number	Number	Number
Plaquemines	1	--	--	--	1
St. Charles	9	3	2	2	2
St. James	41	11	13	6	11
St. John the Baptist	12	4	2	5	1
St. Martin	13	1	2	--	10
Total	76	19	19	13	25

1/ Includes all green bunched shallots trimmed by growers.

#### SHIPPERS' PACKING SHEDS

Packing sheds operated by shipper-buyers were usually situated on a railroad siding. Cabbage bought by shippers was carefully inspected, in order to discard all defective heads missed by growers. It was then sacked in 50-pound mesh bags. Peppers were usually washed, waxed, sorted, and packed in hampers for shipment to local and distant markets. Shallots sold to shippers were packed in barrels and crates for shipment. Each barrel held about 20 dozen bunches, which weighed about 4 pounds a dozen. Rigid-type 1-bushel and 1 1/3-bushel crates were used. These crates held 5 and 8 dozen bunches respectively. The packed barrels and crates were stacked in waiting cars, and sprayed with a layer of top ice to keep the shallots from deteriorating while in transit.

#### TRANSPORTATION OF CABBAGE, PEPPERS, AND SHALLOTS

Harvested and sorted cabbage, peppers, and shallots, which are perishable crops, require quick transportation to market outlets. Growers usually waited until the entire day's harvesting and sorting had been completed before hauling their products to market. Consequently, the size of a grower's plot usually governed the length of time between harvesting and hauling to various markets.

For each cutting of cabbage, the average length of time needed by growers to cut and deliver cabbage to a market outlet was about 3 hours. These 3 hours included cutting, trimming, sorting, packing, and hauling. The average length of time taken to harvest and haul peppers was 5 hours for each picking. For shallots the average grower needed about 5 1/2 hours to trim, wash, sort, and deliver each pulling of shallots to a market outlet.

#### Method and Type of Transportation

Sixty-four of the 98 growers reporting hauled their cabbage, peppers, or shallots to local market outlets in their own conveyances. This included 2 growers who hauled part of their vegetables with their own transportation, and sold the remainder to trucker-buyers at the farm. Fourteen growers



utilized hired transportation to haul their truck crops. Included in this category was one grower who hired a trucker to haul his cabbage, but sold his shallots to a trucker-buyer, who collected the marketable crop at the farm. Another grower in this group used hired transportation for hauling cabbage, but used the farm truck to haul peppers and shallots to market. The remaining 20 growers who marketed shallots principally, sold all crops at the farm to trucker-buyers or shipper-buyers.

The percentages of growers using various types of transportation, including those who used hired transportation, are shown in table 20.

Fifty-six of the 64 growers who hauled cabbage, peppers, or shallots with their own transportation used farm trucks, while 3 utilized the family automobile. Small trailers hooked to the family automobile were used by 2 producers. Two growers used horses and wagons, and another used a wagon hooked to a tractor.

Thirteen of the 14 growers who hired transportation, paid to have their products hauled in farm trucks. The other grower had his vegetables hauled in a small trailer hooked to an automobile.

The farm truck was the chief type of transportation used by growers, including those who utilized hired labor, for hauling each of the three marketable crops (table 21). The percentage of growers using farm trucks was highest in hauling cabbage, and lowest in hauling shallots to market outlets.

#### Cost of Transportation

Nine of the 14 growers who hired transportation were located in St. James Parish, and the remaining 5 were in Plaquemines, St. John the Baptist, and St. Martin Parishes. The cost of hired transportation used to haul 505 bags of cabbage, which was 3 percent of the total marketed crop, averaged about 23 cents a bag. Two growers used hired transportation to haul peppers. They paid 25 cents a unit to have 178 hampers of peppers hauled to market. Only 2 percent of the marketed pepper crop was hauled by hired transportation. The cost to growers for hauling green shallots, converted into barrel units, was about 66 cents a barrel (table 22). About 5 percent, or 679 barrels of the marketed shallot crop, was hauled by hired transportation.

#### Distance from Farm to Market Outlet

Seventy-nine of the growers who used transportation sold cabbage, peppers, or shallots to buyers located from a quarter of a mile to 65 miles from their farms (fig. 1). Included are a few growers who patronized more than one market, located at various distances from their farms. The average distance from the farm to a market outlet was about 16 1/2 miles. Of the five parishes surveyed, growers in Plaquemines hauled their vegetables farthest, a little more than 29 miles on the average. Growers in St. Charles and St. John the Baptist Parishes sold their crops to buyers who were located an average of 23 and 21 miles respectively from their farms. The average distance from farm to market outlets for growers in St. James Parish was about 14 miles and for producers in St. Martin, 5 1/2 miles.

Table 20.- Negro growers of cabbage, peppers, and shallots: Percentage distribution by type of transportation used, by parishes, 1951-52 season

Parish	Growers reporting									
	Type of transportation used									
	Total	Farm truck:	Family automobile:	Horse and wagon:	Tractor and small:	Tractor and trailer:	Sold crops at farm and wagon:	Sold crops at farm and trailer:	Sold crops at farm and wagon:	Sold crops at farm and trailer:
	Number	Percent of Growers	Percent of Growers	Percent of Growers	Percent of Growers	Percent of Growers	Percent of Growers	Percent of Growers	Percent of Growers	Percent of Growers
Plaquemines	6	100.0	--	--	--	--	--	--	--	--
St. Charles	11	100.0	--	--	--	--	--	--	--	--
St. James	42	95.2	--	4.8	--	--	--	--	--	--
St. John the Baptist	13	61.5	--	--	--	--	15.4	23.1	--	--
St. Martin	26	3.9	11.5	--	11.5	3.9	3.9	65.3	--	--
Total	98	67.3	3.1	2.0	3.1	1.0	3.1	20.4	--	--

Table 21.- Negro growers of cabbage, peppers, and shallots: Percentage distribution by type of transportation used for hauling specific vegetables to market, by parishes 1951-52 season 1/

Parish	Cabbage									
	Transportation used:									
	Growers: report- ing	Farm truck	Family automobile:	Tractor and trailer:	Horse and wagon:	Tractor and trailer:	Sold crops at farm and wagon:	Sold crops at farm and trailer:	Sold crops at farm and wagon:	Sold crops at farm and trailer:
	Number	Percent of growers	Percent of growers	Percent of growers	Percent of growers	Percent of growers	Percent of growers	Percent of growers	Percent of growers	Percent of growers
Plaquemines	4	100.0	--	--	--	--	--	--	--	--
St. Charles	4	100.0	--	--	--	--	--	--	--	--
St. James	7	100.0	--	--	8.7	41	95.1	4.9	--	--
St. John the Baptist	4	100.0	--	--	--	10	100.0	--	--	--
St. Martin	2	50.0	50.0	--	--	8	12.5	37.5	37.5	12.5
Total	21	95.2	4.8	36	94.4	5.6	69	36.9	2.9	1.4

1/Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

# LOCAL MARKETS FOR CABBAGE, PEPPERS, AND SHALLOTS

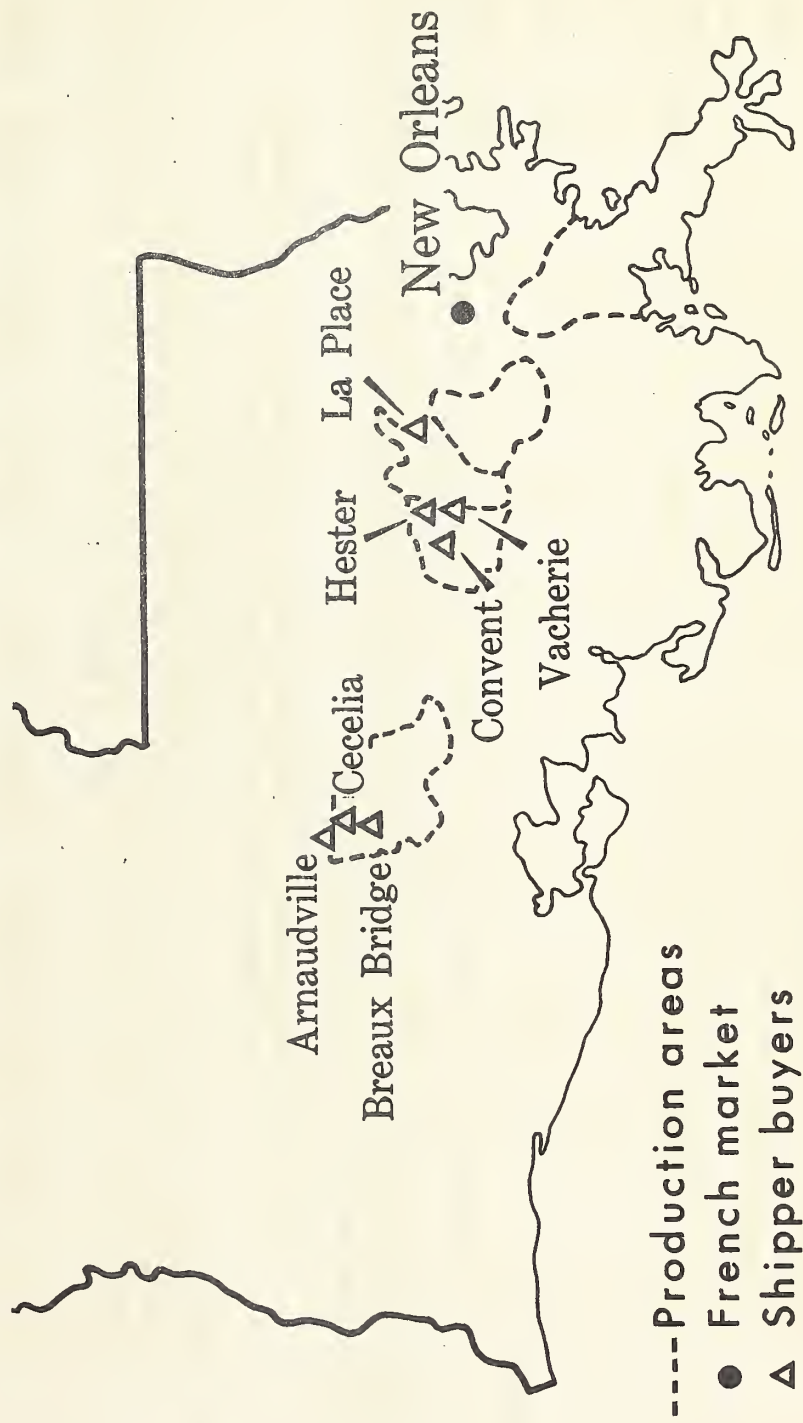




Table 22.- Negro growers of cabbage, peppers, and shallots: Distribution by number of units hauled and cost of hired transportation, by parishes, 1951-52 season 1/

Parish 2/	Cabbage				Peppers				Shallots			
	: Growers :	: Cents paid to :	: Growers :	: Cents paid to :	: Growers :	: Cents paid to :	: Growers :	: Cents paid to :	: Growers :	: Cents paid to :	: Growers :	: Cents paid to :
	: hiring :	: Bags :haul one bag :	: hiring :	: Hamper :haul one hamper :	: hiring :	: Hamper :haul one hamper :	: hiring :	: Hamper :haul one hamper :	: hiring :	: Barrel :haul one barrel :	: hiring :	: Barrel :haul one barrel :
	: transpor- :hauling :	: Range: Average: :	: transpor- :hauling :	: Range: Average: :	: transpor- :hauling :	: Range: Average: :	: transpor- :hauling :	: Range: Average: :	: transpor- :hauling :	: Range: Average: :	: transpor- :hauling :	: Range: Average: :
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Plaquemines	1	80	20	20	1	100	25	25	1	10	1160	160
St. Charles	--	--	--	--	--	--	--	--	--	--	--	--
St. James	2	425	8-40	23	1	73	25	25	8	555	25-100	68
St. John the Baptist	--	--	--	--	--	--	--	--	1	6	50	50
St. Martin	--	--	--	--	--	--	--	--	2	108	25-50	45
Total	3	505	8-40	23	2	178	25	25	12	679	25-160	66
1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.												
2/ No grower in St. Charles Parish hired transportation.												

Table 23.- Negro growers of cabbage, peppers, and shallots: Distribution by average distance from farm to market outlet, by parishes, 1951-52 season 1/

Parish	Miles from farm to market outlet											
	: Growers :	: using :	: trans- :	: porta- :	: tion :	: 1/2 :	: 5/8 :	: 1/2 :	: 1/2 :	: 1/2 :	: 1/2 :	: 1/2 :
	: :	: 1/2 :	: 5/8 :	: 1/2 :	: 1/2 :	: 1/2 :	: 1/2 :	: 1/2 :	: 1/2 :	: 1/2 :	: 1/2 :	: 1/2 :
	: Number :	: Number :	: Number :	: Number :	: Number :	: Number :	: Number :	: Number :	: Number :	: Number :	: Number :	: Number :
Plaquemines	6	--	1	2	--	--	1	--	1	--	1	1
St. Charles	11	--	1	1	5	3	--	--	1	--	--	--
St. James	42	25	4	5	3	1	2	--	2	--	--	1
St. John the Baptist	10	--	2	1	1	1	2	1	2	1	--	--
St. Martin	9	4	5	--	--	--	--	--	--	--	--	--
Total	78	29	11	5	9	9	5	5	5	2	1	2
1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.												

Table 24.- Negro growers of cabbage, peppers, and shallots: Distribution by average distance vegetables were hauled from farm to market, by parishes, 1951-52 season 1/

Parish	Cabbage										Peppers										Shallots									
	:Grow-:					:Grow-:					:Grow-:					:Grow-:					:Grow-:									
	:ers:					:ers:					:ers:					:ers:					:ers:									
	Average miles from farm to market					Average miles from farm to market					Average miles from farm to market					Average miles from farm to market					Average miles from farm to market									
	1-10	11-20	21-30	31-40	41-50	51-60	61-70	71-80	81-90	91-100	1-10	11-20	21-30	31-40	41-50	51-60	61-70	71-80	81-90	91-100	1-10	11-20	21-30	31-40	41-50	51-60	61-70	71-80	81-90	91-100
	Num-	No. of	No. of	No. of	No. of	No. of	No. of	No. of	No. of	No. of	Num-	No. of	No. of	No. of	No. of	No. of	No. of	No. of	No. of	No. of	Num-	No. of	No. of	No. of	No. of	No. of	No. of	No. of	No. of	No. of
	ber	grow-	grow-	grow-	grow-	grow-	grow-	grow-	grow-	grow-	ber	grow-	grow-	grow-	grow-	grow-	grow-	grow-	grow-	grow-	ber	grow-	grow-	grow-	grow-	grow-	grow-	grow-	grow-	grow-
	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers	ers
Plaquemines:	4	--	2	--	1	1	--	4	--	2	--	2	--	4	--	2	--	1	9	1	--	1	--	6	2	--	--	--	--	--
St. Charles:	4	--	2	2	--	--	--	5	--	--	--	4	1	--	--	1	9	--	--	2	--	--	6	2	--	--	--	--	--	--
St. James:	6	1	--	1	--	--	4	23	--	17	1	2	3	--	--	3	41	--	--	35	--	--	2	--	--	--	--	--	--	--
St. John the Baptist:	4	--	--	2	2	--	--	3	--	2	--	--	--	--	--	--	1	10	--	4	--	--	1	2	--	--	--	--	--	--
St. Martin:	2	2	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	8	--	8	--	--	--	--	--	--	--	--	--	--
Total	20	3	4	5	3	1	4	35	19	3	6	7	69	47	10	4	8													

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

Forty-seven percent of the growers either sold all or part of their cabbage, peppers, or shallots at the French Market. For this group the average distance from the farm to the French Market was 37 1/4 miles. The remaining 53 percent of the growers sold all their vegetables to shipper-buyers. The average distance from farms to shipper-buyers was 5 miles. Fifty-one percent of the growers sold their crops to buyers located within a radius of 10 miles (table 23).

Cabbage was transported farther than either peppers or shallots, averaging a little more than 29 miles. Peppers and shallots were sold to buyers whose distances from the farm averaged 17 1/2 and 13 miles respectively (table 24).

Average prices received by growers for cabbage, peppers, and shallots were compared with the average distance from various farms to market outlets. Because of the lack of sales records among growers, price data were obtained from 79 growers by averaging both the highest and lowest unit price received during the 1951-52 marketing season, for each of the three marketed crops. An average price for all growers was calculated by averaging, on a weighted basis, each individual grower's average price. No clear relationship existed between average prices received by different producers and distance from market. The geographical pattern of prices appeared to be obscured by variations in quality, time of sale, and other factors influencing prices received by individual farmers.

#### MARKET OUTLETS FOR VEGETABLES

The principal market outlets utilized by the 98 growers interviewed were shipper-buyers and the French Market in New Orleans (table 25). Forty-three percent of the growers transported and sold all produce to shipper-buyers, whereas 14 percent of them sold all their produce at the French Market. Twenty-three percent of the growers transported and sold their vegetables to shipper-buyers and on the French Market. Vegetables were sold at the farm to trucker-buyers and shipper-buyers by 12 and 8 percent of the growers respectively.

Table 25.- Negro growers of cabbage, peppers, and shallots:  
Distribution by market outlets used for marketing  
vegetables, by parishes, 1951-52 season 1/

Parish	Market outlet						Sold at farm to	
	: Growers : : reporting :	: Shipper- : buyer :	: French- : Market :	: Shipper-buyer- : and : buyer :	: Trucker- : buyer :	: Shipper- : buyer :		
	: Number	: Number	: Number	: Number	: Number	: Number		
Plaquemines	: 6	: --	: 6	: --	: --	: --		
St. Charles	: 11	: --	: 6	: 5	: --	: --		
St. James	: 42	: 31	: 1	: 10	: --	: --		
St. John the Baptist	: 13	: 2	: 1	: 7	: 3	: --		
St. Martin	: 26	: 9	: --	: --	: 9	: 8		
Total	: 98	: 42	: 14	: 22	: 12	: 8		

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.



### Local Shipper-Buyers

Local shipper-buyers assembled fresh vegetables bought from various growers for reshipment in carload or other large lots principally to terminal markets located in the northern and eastern part of the country. These shipper-buyers usually operated a packing shed, situated on a railroad siding, for the purpose of grading and packing the various kinds of vegetables hauled to the shed by growers. Several shipper-buyers furnished fertilizer, seed, and containers to growers who lacked necessary funds to finance their production and marketing needs. Most of the growers who obtained extended credit from this source were charged no direct interest.

### The French Market

The French Market in New Orleans is owned by the city and is operated by the French Market Corporation. The complete market is composed of a farmers' section, a retail fruit and vegetable section, a wholesale sea-food section, meat shops, restaurants, and coffee stands. The farmers' section is divided into two parts. One part is reserved for farmers only and the other is for trucker-jobbers. Only farmers from Louisiana and adjoining States are permitted to sell produce in the farmers' part of the market, while trucker-jobbers are permitted to sell in their part of the market produce they have bought from farmers.

A Federal State Inspection Service is available to farmers and buyers, for the purpose of examining produce and certifying the grade of various lots. Practically no use is made of this service by farmers, unless demanded by buyers. A few buyers who purchase large lots of produce request an inspection before actually buying from a farmer.

Although all types of buyers are permitted to buy produce on the market, there are five principal classes. These are trucker-buyers, chain stores, independent stores, peddlers, and consumers.

A daily fee of 75 cents is assessed each farmer for the rental of a stall at the market. This fee entitles the farmer to use his rented stall for a maximum of 19 hours, as the market opens at 3:00 a. m. and closes at 10:00 p. m. Many farmers arrive at the market by the time it opens, so that they can benefit from a full day's sale and pay only one rental fee. Many farmers also arrive early to take advantage of the early morning market, which is very active from 3:00 to 7:00 a. m. Another active period is from 3:00 to 7:00 p. m. From 8:00 to 10:00 p. m. the market is rather quiet, and is used mainly by consumers.

When growers were asked why they selected the French Market most of them said they used this market outlet because it was a centralized location where a large concentration of buyers were present. Many growers believe that instead of selling their vegetables in large units to local buyers, they receive more cash income by selling the same vegetables on the French Market in smaller units. A few said they received a better price for lower quality produce sold on the French Market, than sold to local buyers.

### Trucker-Buyers

Trucker-buyers were itinerant truck operators who usually speculated in the buying and selling of vegetables. This type of buyer often had a standing

Table 26.- Negro growers of cabbage, peppers, and shallots: Distribution of vegetables sold and price received, by market outlets used by growers, 1951-52 season 1/

Market outlet	Cabbage 2/			Peppers			Shallots		
	Bags sold:			Hampers:			Barrels:		
	Number	Range	Dollars	Number	Range	Dollars	Number	Range	Dollars
Shipper-buyer	645	0.62-3.50		4,735	2.50-6.00		4,790	2.50-13.00	
French Market	5,060	.30-4.50		2,240	.40-4.00		778	2.00-20.00	
Shipper-buyer and French market	550	.40-6.00		560	3.50-5.90		1,190	3.00-18.00	
Sold at farm to trucker-buyer	980	.45-3.12		--	--		270	2.00-12.00	
Sold at farm to shipper-buyer	3,480	.20-2.62		--	--		385	2.19-8.00	
Total	10,715	.20-6.00		7,535	.40-6.00		7,413	2.00-20.00	

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

2/ Includes 103.5 tons converted to 4,140 50-pound bags of cabbage.

order for vegetables trucked into New Orleans and other nearby markets in Louisiana and adjacent States. In all cases reported, trucker-buyers bought the growers' vegetables at the farm.

The importance of the several market outlets varied among the three products being considered. (See table 26.) The most commonly used market for cabbage was the French Market, whereas a major percentage of the peppers and shallots was sold to shipper-buyers. Sales at the farm were not as large as sales of produce delivered to local markets. Most sales at the farm were made to shipper-buyers. Trucker-buyers bought only about 10 percent of the cabbage sold, less than 5 percent of the shallots, and none of the peppers.

### Method of Sale

Each of the 100 growers reporting sold his vegetables at various market outlets for cash. Sixty-one percent had no type of crop lien on their crops. Neither did they sell any produce under a contract. Twenty-eight percent received extended credit and sold their vegetables through the market outlet that had granted them the credit, whereas 11 percent sold their produce under contracts negotiated earlier in the season (table 27).

Of the 28 growers who obtained extended credit from local shipper-buyers, 23 had a lien on their shallot crop while 4 received extended credit on both their shallot and pepper crops. The other grower secured a lien on his cabbage crop. Twenty-one of the 28 growers sold to the shipper-buyer who had granted them extended credit, only those crops used in securing their loan. The other 7 growers sold additional vegetables to the organization that had granted them extended credit. These additional vegetables consisted mainly of snap beans, butter beans, and parsley.

The 11 growers who sold vegetables under contract, were principally located in St. Martin Parish. Each sold his shallots either by the plot or by rows to buyers who bought the shallots prior to harvesting, on a contract basis.

Table 27.- Negro growers of cabbage, peppers, and shallots:

Distribution of growers selling vegetables to fulfill a crop lien or contract, by parishes, 1951-52 season 1/

Parish	Growers		Growers	
	:		:	
	Reporting	Fulfilled a crop:	Crop lien	Contract
	Number	Number	Number	Number
Plaquemines	6	--	--	--
St. Charles	11	2	2	2
St. James	43	23	22	1
St. John the Baptist	13	4	4	--
St. Martin	27	10	--	10
Total	100	39	28	11

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.



PROPORTION OF VEGETABLE CROPS UNMARKETED 4/

Fifty-nine growers reporting did not market all of their harvested vegetables, whereas 41 did (table 28). The vegetable crop not completely marketed by most of the 59 growers was shallots. Shallots were unmarketed by 64 percent of these growers while combinations of shallots and cabbage, and shallots and peppers were partly unmarketed by 14 and 10 percent of the growers respectively. Cabbage was unmarketed by 5 percent of the growers whereas some cabbage and peppers were unmarketed by 2 percent of them. Peppers were the only vegetable partly unmarketed by the remaining 5 percent of growers.

Table 28.- Negro growers of cabbage, peppers, and shallots:  
Distribution by vegetable crops partly marketed,  
by parishes, 1951-52 season 1/

Parish	Growers		Growers having vegetable crops partly unmarketed					
	Reporting	Did not	Cabbage	Peppers	Shallots	Cabbage and peppers	Cabbage and shallots	Peppers and shallots
		market all veg- etables						
	Number	Number	Number	Number	Number	Number	Number	Number
Plaquemines	6	3	--	1	1	1	--	--
St. Charles	11	6	--	--	4	--	2	--
St. James	43	31	1	2	19	--	3	6
St. John the Baptist	13	9	1	--	5	--	3	--
St. Martin	27	10	1	--	9	--	--	--
Total	100	59	3	3	38	1	8	6

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

A little more than 4,248 barrels of shallots, or 30 percent of the total harvested crop was unmarketed and 3,799 bags of cabbage, or 26 percent of the harvested crop was unmarketed. Growers of peppers did not market 1,010 hampers of peppers, which was 11 percent of all peppers harvested (table 29).

Table 29.- Negro growers of cabbage, peppers, and shallots:  
Distribution by number of units of each  
vegetable unmarketed, by parishes,  
1951-52 season 1/

Parish	Cabbage		Peppers		Shallots	
	Growers reporting	Bags unmarketed	Growers reporting	Hampers unmarketed	Growers reporting	Barrels unmarketed
	Number	Number	Number	Number	Number	Number
Plaquemines	1	350.0	2	195	1	2.5
St. Charles	2	113.5	--	--	6	532.1
St. James	4	2,928.7	8	815	28	2,686.7
St. John the Baptist	3	346.8	--	--	8	668.4
St. Martin	1	60.0	--	--	9	358.5
Total	11	3,799.0	10	1,010	52	4,248.2

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

4/ Pertains to vegetables harvested but not sold.

Low quality of produce, due to unfavorable weather and insect damage was the principal reason for many growers not marketing all of their harvested vegetables (table 30). Large quantities of these unmarketed vegetables were given to friends. Cabbage that was not sold, was fed to livestock by several growers.

Six shallot growers reported no market outlet available for their shallots (table 30). The shipper-buyers upon whom they depended closed their packing sheds, before these growers had finished marketing their crop.

#### HARVESTING AND MARKETING COSTS

The average cost of harvesting and marketing a bag of cabbage, a hamper of peppers, or a barrel of shallots was 48 cents, 71 cents, and \$2.87 respectively. The range in costs of particular items for each of the three crops studied is shown in table 31.

The range of harvesting and marketing costs was due in part to the following factors:

(1) Hired labor used by some growers for harvesting and sorting, consisted of relatives or friends. In many instances, these individuals harvested and sorted at a lower cost than others hired to do the same job.

(2) A few growers bought used mesh bags or hampers at a reduced price. Others bought only new containers.

(3) The cost of hired transportation used for hauling produce from the farm to a market outlet varied among growers. This meant that some growers paid a higher transportation fee than others who had their vegetables hauled the same distance.

#### PRICES RECEIVED FOR VEGETABLES

Most of the growers surveyed, said they had grown cabbage since 1942 but that they had either changed completely to production of other truck crops or decreased their acreage of cabbage during the past few seasons. The chief reason given for this change was the low prices received for cabbage. During the 1951-52 season 30 percent of the growers had grown and marketed cabbage, whereas 70 percent produced shallots and peppers for the market.

The average seasonal price received by all growers 5/ for each year from 1942 through 1951 and the average price for these years were computed for cabbage, peppers, and shallots. (fig. 2).

##### Cabbage

Cabbage was marketed by Negro growers from December 15, 1951, through June 30, 1952, to various types of buyers. The average price received per 50-pound bag of cabbage was \$1.66. 6/

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5/ Includes both Negro and white growers.

6/ Includes cabbage sold by 8 growers in ton units, converted to 50-pound bag units.

Table 30.- Negro growers of cabbage, peppers, and shallots: Distribution by reasons for not marketing all vegetables harvested, by parishes, 1951-52 season 1/

Parish	Cabbage			Peppers			Shallots		
	: Reasons for :			: Reasons for :			: Reasons for not marketing all :		
	: not marketing :			: not marketing :			: of crop :		
	Growers :	all of crop :	report- :	Growers :	all of crop :	report- :	Low :	Price :	No :
	ing :	Price :	ing :	ing :	Price :	ing :	qual- :	too :	buyer :
	ity :	too :	ity :	ity :	qual- :	ity :	ity :	low :	avail- :
	ity :	low :	ity :	ity :	ity :	low :	ity :	low :	able :
	Number :	Number :	Number :	Number :	Number :	Number :	Number :	Number :	Number :
	Number :	Number :	Number :	Number :	Number :	Number :	Number :	Number :	Number :
Plaquemines	1	--	1	2	1	1	1	--	--
St. Charles	2	1	1	--	--	6	5	--	1
St. James	4	4	--	8	8	28	23	1	4
St. John the Baptist	3	1	2	--	--	8	5	1	--
St. Martin	1	1	--	--	--	9	1	5	2
									1
Total	11	7	4	10	9	1	52	35	7
									6
									4

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.



Table 31.- Negro growers of cabbage, peppers, and shallots:  
Cost of harvesting and marketing vegetables,  
1951-52 season 1/

Cabbage 2/				Peppers				Shallots 3/			
Item	Cost per bag:		Item	Cost per hamper:		Item	Cost per barrel:				
	Range	Average		Range	Average		Range	Average			
	Cents	Cents		Cents	Cents		Cents	Cents			
Cutting, trimming, sorting and pack- ing				Picking and sorting:	10-40	21	Pulling			15-100	36
	6-18	11									
Mesh bags	5-21	14	Hamper		10-30	25	Trimming, sorting, and tying			130-250	185
							Transportation			25-160	66
Transportation	8-40	23	Transportation		25	25					
Total		48	Total			71	Total				287

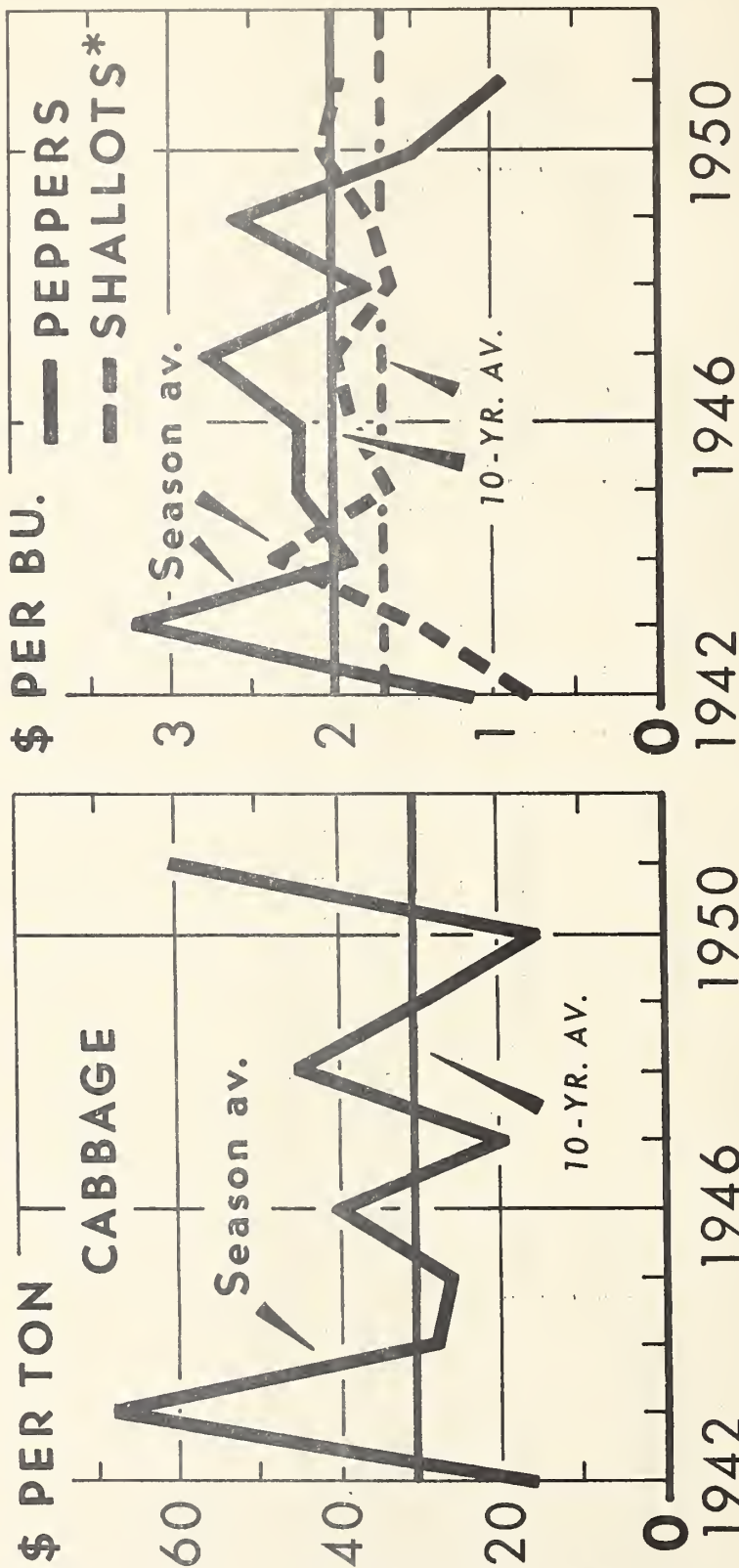
1/ Includes cabbage crops for the fall of 1951, and spring pepper and shallot crops for 1952.

2/ Excludes knives bought by 3 growers for cutting and trimming cabbage at an average price of \$1.43 per knife.

3/ Excludes raffia bought by 34 growers for an average cost of 0.58 cents a pound, and crates bought by 8 growers at an average price of 21 cents per unit.

For All Growers in La.

# PRICES FOR CABBAGE, PEPPERS, AND SHALLOTS, 1942-51



AVERAGES WEIGHTED \* INCLUDES BOTH SPRING AND WINTER CROPS  
COMPUTED FROM INFORMATION PUBLISHED BY THE LOUISIANA COOPERATIVE CROP REPORTING SERVICE

The average price received by all growers from March 24, 1952, through April 30, 1952, per ton of cabbage was \$61.26 (fig. 3). Growers who sold cabbage by the bag received an average price of \$2.37 per unit of 50 pounds during the period from March 27, 1952, through April 30, 1952. These prices apply to cabbage grading 80 percent US No. 1 quality or better.

By converting all cabbage prices shown in figure 3 into 50-pound units, it was found that the average price received by all growers was \$1.93 compared with \$1.66 received by the growers furnishing information for this study. This 27-cent difference could be attributed in part to the following factors:

(1) The average price computed for Negro growers of cabbage includes prices received for cabbage of various qualities, while the average price for all growers applies only to cabbage grading 80 percent US No. 1 quality or better.

(2) The average price for all growers includes only prices received for cabbage from March 24, 1952, through April 30, 1952, whereas prices received by Negro growers are those received from December 15, 1951, through June 30, 1952.

#### Peppers

The average price received per bushel hamper of peppers sold by Negro growers was \$3.36. This includes sales from May 5, 1952, through July 25, 1952.

The average price, received by all growers for peppers grading US No. 1 and sold from March 31, 1952, through July 14, 1952, was \$5.18 per hamper (fig. 4). All growers who sold US No. 2 peppers, from May 4, 1952, through July 14, 1952, received an average price of \$3.77 per unit.

The average price for all growers was computed from prices received for US No. 1 and US No. 2 quality peppers, while the average price computed for Negro growers included prices received for peppers of various qualities. The average price to Negro pepper growers also included prices from July 15, 1952, through July 25, 1952, which is not included in prices to all growers. During this period lower prices were paid for peppers.

#### Shallots

Shallots were marketed by Negro growers from February 25, 1952, through June 1, 1952. The average price received per 20 dozen barrel of shallots was \$6.99. From October 25, 1951, through April 30, 1952, the average price received by all growers, per barrel of shallots grading US No. 2 in quality, was \$6.18 (fig. 5).

Many Negro growers sold their shallots by bunches on the French Market, receiving a higher price than if they had sold their produce on a per barrel basis.

#### PRICES BY MARKETS

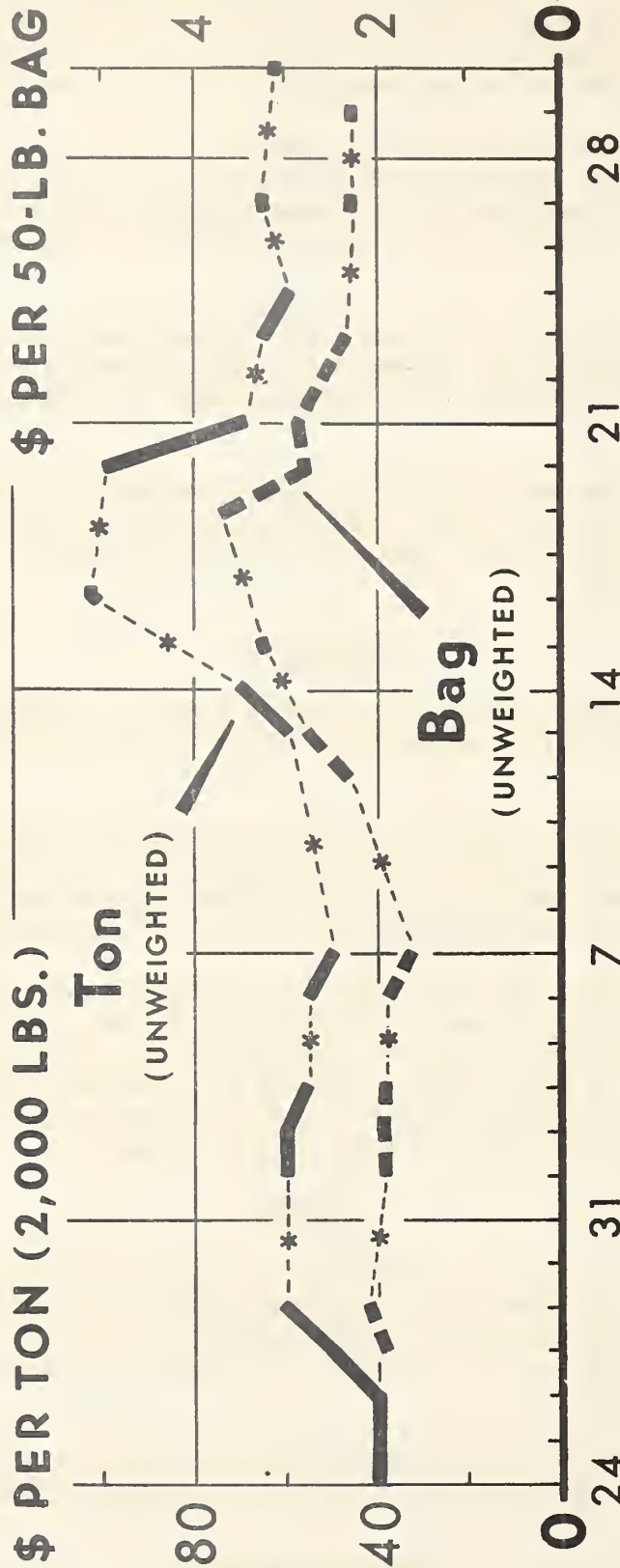
Because of the nature of the price data available, it is not possible to make exact comparisons of the prices received by farmers from the various



For All Growers in La.

# PRICES FOR CABBAGE

Av. Daily Price, Grading 80 Percent U. S. No. 1  
or Better, Mar.-Apr., 1952



MARCH

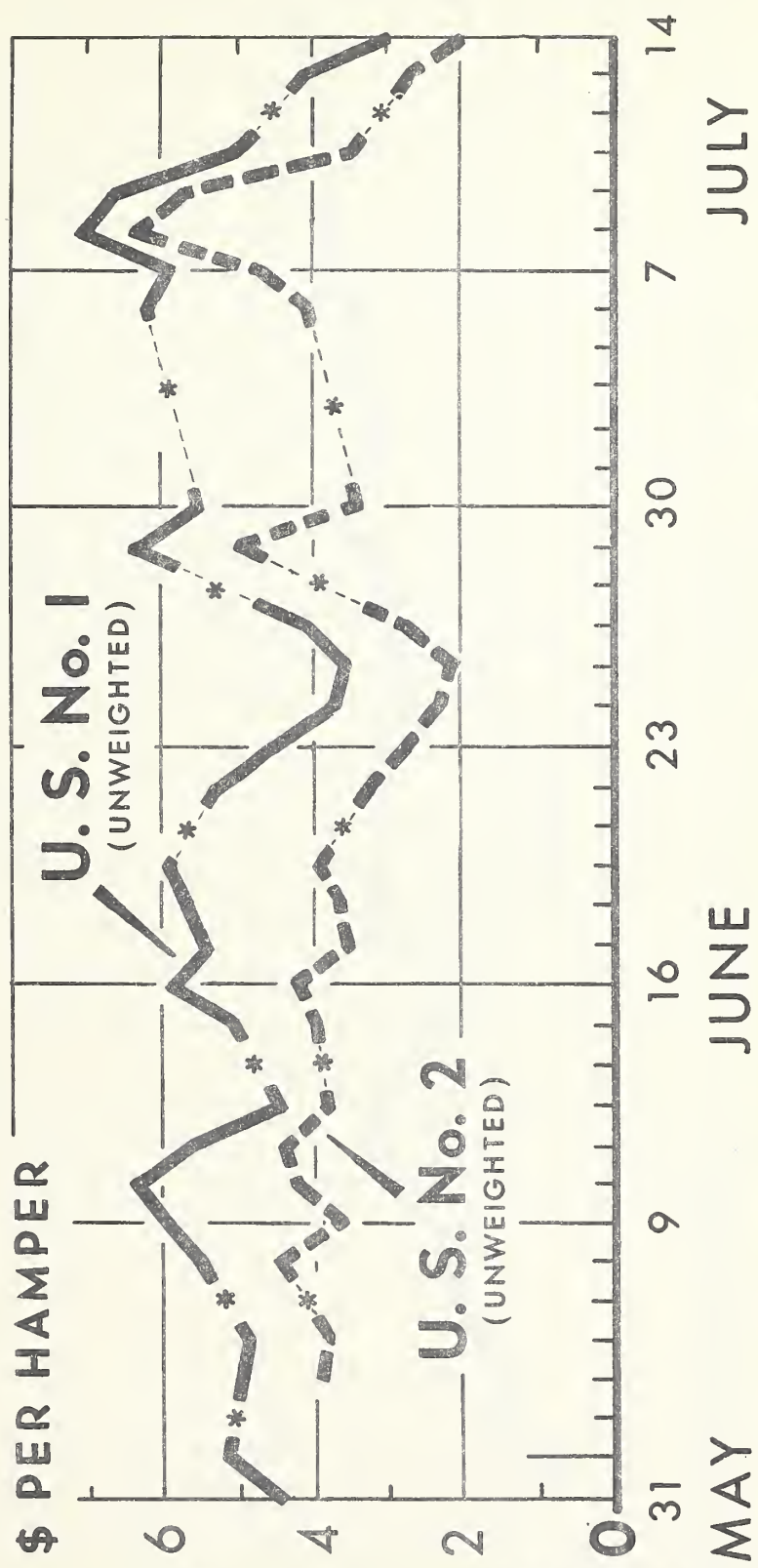
APRIL

EXCLUDES ALL SUNDAYS, AS NO REPORT WAS ISSUED FOR SUNDAYS \* NO DATA  
COMPUTED FROM INFORMATION PUBLISHED IN THE "DAILY MARKET REPORT", ISSUED BY THE LA. DEPT.  
OF AGR., STATE MARKETING COMMISSION, COOPERATING WITH THE U. S. DEPT. OF AGR., PMA

# For All Growers in La.

## PRICES FOR SWEET PEPPERS

Av. Daily Price, U. S. No. 1 and U. S. No. 2, May-July, 1952



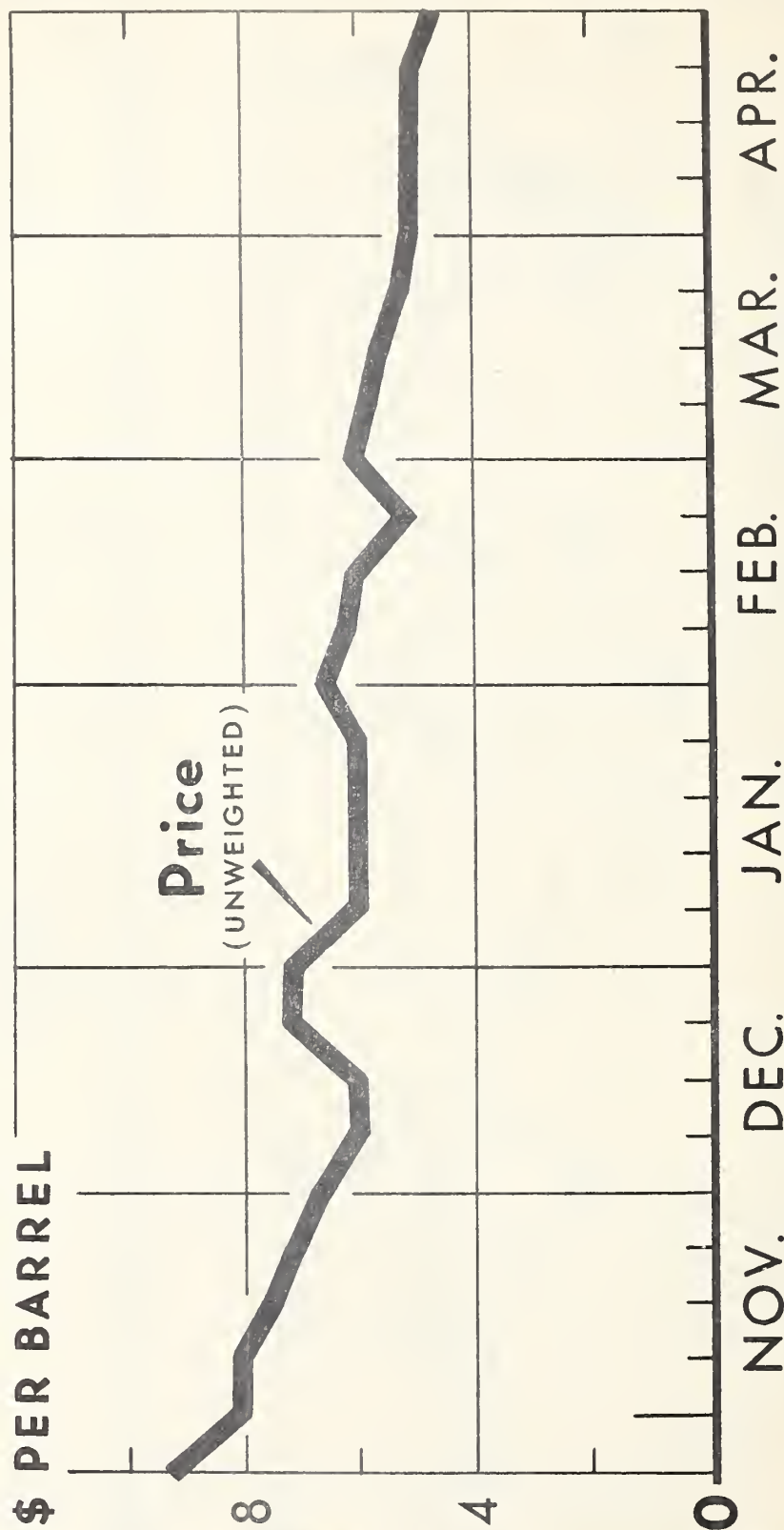
EXCLUDES ALL SUNDAYS, AS NO REPORT WAS ISSUED FOR SUNDAYS  
 COMPUTED FROM INFORMATION PUBLISHED IN THE "DAILY MARKET REPORT", ISSUED BY THE LA. DEPT.  
 OF AGR., STATE MARKETING COMMISSION, COOPERATING WITH THE U. S. DEPT. OF AGR., PMA

FIGURE 4

For All Growers in La.

## PRICES FOR SHALLOTS

Av. Weekly Price, Unclassified and U. S. No. 2, 1951-52



COMPUTED FROM INFORMATION PUBLISHED IN THE "DAILY MARKET REPORT", ISSUED BY THE LA. DEPT.  
OF AGR., STATE MARKETING COMMISSION, COOPERATING WITH THE U. S. DEPT. OF AGR., PMA

U. S. DEPARTMENT OF AGRICULTURE

NEG. 36-53 (11)

AGRICULTURAL MARKETING SERVICE

FIGURE 5



markets in which they sold produce in significant volume. (See table 26.) It is fairly clear that prices in each market fluctuated considerably during the 1951-52 season. Several producers indicated that returns from the sale of their produce on the French Market were more than sufficient to cover the extra costs involved in such sales. Prices received on sales at the farm generally were lower because the buyer provided the transportation, and because such sales were made most commonly during weeks of heavy production when prices in all markets were relatively low. In several cases farmers selected the market on which they sold on the basis of the quality of the produce they were selling.

#### SOURCE OF MARKET INFORMATION

Of the 99 growers reporting, 97 percent received current marketing information from various sources, whereas 3 percent obtained no marketing information in advance when marketing their vegetables. Sources used to obtain information were buyers, the daily newspaper, the radio, the daily market report, and neighbors.

Twenty-nine percent of the growers receiving market information obtained it solely from buyers, 4 percent from the radio, 2 percent from a daily newspaper, and an additional 2 percent from a neighbor. The remaining 63 percent of growers received information from 2 to 4 of the 5 available sources. Included in this group were 54 growers who received at least a part of their marketing information from various buyers located throughout the commercial truck-crop area.

#### SOURCE OF FINANCE FOR PRODUCING AND MARKETING VEGETABLES

Thirty-six percent of the growers interviewed used some outside source of credit for financing their production and marketing of vegetables. About 60 percent borrowed less than \$100, while 11 percent borrowed more than \$300 to help finance their truck crop enterprises. (table 32).

Table 32.- Negro growers of cabbage, peppers, and shallots:  
Distribution by sum borrowed, by parishes,  
1951-52 season 1/

Parish	Farmers borrowing funds 2/						
	Total	\$1-100	\$101-200	\$201-300	\$301-400	\$401-500	\$501 or more
	Number	Number	Number	Number	Number	Number	Number
Plaquemines	1	1	--	--	--	--	--
St. Charles	2	2	--	--	--	--	--
St. James	24	15	5	2	--	1	1
St. John the Baptist	6	3	1	1	--	1	--
St. Martin	4	1	1	1	1	--	--
Total	37	22	7	4	1	2	1

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

2/ Includes extended credit.

The principal type of credit used by a little more than 78 percent of the growers was extended credit, granted by local merchant dealers (table 33). This type of credit was utilized for seed, fertilizer, marketing containers, and farm supplies. Only one grower obtained financial aid from a Production Credit Association.

Table 33.- Negro growers of cabbage, peppers, and shallots:  
Distribution by source of credit for production  
and marketing, by parishes, 1951-52 season 1/

Parish	Growers interviewed					
	Borrowed funds					
	Percentage borrowing from					
	Total:	Total	Merchant dealer (Ext. credit):	Individual:	Landlord:	Production Credit Association
	Number	Number	Number	Number	Number	Number
Plaquemines	6	1	--	1	--	--
St. Charles	11	2	2	--	--	--
St. James	44	24	22	2	--	--
St. John the Baptist	13	6	5	1	--	--
St. Martin	29	4	--	1	2	1
Total	103	37	29	5	2	1

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

Sum Borrowed, Interest Rate, and Length of Loan

Twenty-nine growers obtained from \$16 to \$770 in the form of extended credit, while the remaining 8 growers borrowed from \$50 to \$500 in cash (table 34). The average amount borrowed, including extended credit, was \$143.

Table 34.- Negro growers of cabbage, peppers, and shallots:  
Sum borrowed, interest rate, and length of loan,  
1951-52 season 1/

Source of credit	Growers borrowing funds:	Sum borrowed		Interest rate		Length of loan	
		Range	Average	Range	Average	Range	Average
		Number	Dollars	Dollars	Percent	Percent	Months
Merchant dealer							
(Extended credit)	29	16-770	121	5	5	3.5-12	7.5
Individual	5	50-500	212	6-8	7	6-12	8.4
Landlord	2	40-300	170	0	0	12	12.0
Production Credit Association	1	400	400	5	5	12	12.0
Total	37	16-770	143	5-8	6	3.5-12	6.8

1/ Includes cabbage crops for the fall of 1951 and spring of 1952, and spring pepper and shallot crops for 1952.

2/ Excludes 28 growers who paid no direct interest for borrowed funds.

Eighty-nine percent of the 37 growers who utilized various sources of credit paid no direct interest rates. Only one of the 29 growers who received extended credit from merchant dealers paid direct interest on an acquired obligation. Several merchant dealers said they did not charge interest on supplies or funds advanced, as the farmers usually liquidated their obligations as soon as they marketed their vegetables.

The highest interest rates, ranging from 6 to 8 percent, were paid by 2 of the 5 growers who borrowed money from an individual.

During the last 5 years 9 growers had difficulty in borrowing money or receiving the extended credit needed to grow and market their vegetables. These growers said that it was hard to obtain enough funds to produce and market their vegetables economically, because their crops were so perishable. They also have very little physical property to mortgage, in order to secure needed funds.

#### SUMMARY

One hundred three Negro vegetable growers located in the Parishes of Plaquemines, St. Charles, St. James, St. John the Baptist, and St. Martin were interviewed, for the purpose of obtaining information on present practices used in marketing cabbage, peppers, and shallots.

The average grower was 45 years old and had had about 5 years of education. Eighteen percent of the growers had received special agricultural training through the Veteran-on-the-Farm Training Program.

The average number of years of operating a farm was 16. Shallots had been grown from 1 to 46 years, whereas peppers and cabbage had been produced on various farms from 1 to 35 years and 1 to 30 years respectively. Besides growing vegetables, 22 of the growers worked part time at various jobs off the farm from 15 to 350 days a year.

During the 1951-52 season 712 acres of land were used by those reporting to grow these vegetables. Sixty-six percent of this land was planted to shallots. Cabbage and peppers were grown on 19 and 15 percent of the land respectively. Growers produced 363.6 tons of cabbage, 9,202 hampers of peppers, and 14,388 barrels of shallots.

Eighty-four percent of the cabbage growers harvested cabbage when the green cover leaves started to curl back, slightly exposing some of the white leaves. Other growers harvested cabbage either when the heads were crisp and brittle or as soon as the heads attained a marketable size. Most growers packed their cabbage in the field in mesh bags which held about 50 pounds. Seventy-nine percent of the marketable crop was cut and trimmed by family labor, while 21 percent was cut and trimmed by hired labor. Hired labor was paid an average wage of 11 cents for each bag of cabbage cut and trimmed.

Most growers of peppers harvested them with a short stem attached, placing them in burlap bags or hampers. Growers and their families picked 70 percent of the crop, while hired labor picked the remaining 30 percent. Hired labor was paid an average wage of 21 cents, for picking, washing, sorting, and packing a hamper of peppers.

Eighty-one percent of the growers of shallots harvested green bunched shallots, whereas 8 percent sold green shallots in the field by the plot. The remaining 11 percent left their shallots in the field to dry. Fifty-eight percent of the green bunched shallots were harvested by family labor, whereas hired labor was used to pull 42 percent of the crop. Hired labor was paid an average wage of about 36 cents per barrel of harvested shallots. Thirty-five percent of the growers said that shallot leaves were bruised in harvesting.

The average cost for mesh bags used for packing cabbage was about 14 cents per unit, while hampers used for peppers cost about 25 cents per unit.



Growers bought burlap bags in which to market peppers, for an average cost of about 11 cents per unit. Crates were bought by a few shallot growers, at an average cost of 21 cents each.

Growers who used hired labor for sorting and packing cabbage, used the same labor that cut and trimmed their cabbage. The average cost for performing all functions was about 12 cents per unit. Hired labor was paid an average wage of 23 cents per hamper for washing, sorting, and packing peppers. Cost of hired labor for trimming, sorting, and tying shallots was about \$1.85 per barrel.

In trimming shallots only one grower did not always remove completely the loose outer skin to the base of the roots. Forty-three percent of the growers frequently left 2 or more shallots attached to each other, and 28 percent often broke shallot stems above the point of root attachment. All growers removed all discolored leaves. Two or more shallot stems were usually left encased in the wrapper sheath by 32 percent of the growers, and 42 percent did not remove all small shallots under one-fourth of an inch in diameter.

Most growers washed shallots in large tubs, water troughs, barrels, or iron kettles. A few growers washed their shallots in a pond, canal, deep ditch, or bayou.

Sixty-four of the 98 growers reporting used their own means of transportation for hauling vegetables to market outlets, and 14 utilized hired transportation. One grower used both hired transportation and his own farm truck. Twenty growers sold their marketable crop at the farm. The average cost for growers who hired transportation to haul vegetables from farm to market outlets was 23 cents per bag of cabbage, 25 cents per hamper of peppers, and 66 cents per barrel of shallots. The average distance from farm to market, for all growers transporting vegetables, was 16 1/2 miles.

Forty-seven percent of the growers who transported vegetables to a market outlet either sold all or part of their cabbage, peppers, and shallots on the French Market, which was located an average of 37 1/4 miles from the various farms. The remaining 53 percent sold all vegetables to shipper-buyers, who were located an average of 5 miles from the various farms.

Principal market outlets used were shipper-buyers, the French Market, and trucker-buyers. Growers marketed 10,715 bags of cabbage at the various market outlets at an average seasonal price of \$1.66 per unit, and 7,535 hampers of peppers at an average price of \$3.36 per unit. They marketed 7,413 barrels of shallots at an average price of \$6.99 per unit.

Sixty-one percent of the growers had no lien on their crops nor did they sell any vegetables under contract. Twenty-eight percent received extended credit, and 11 percent sold vegetables under contract. Most of the growers who used extended credit, secured it on their shallot crop. The principal crop sold under contract was shallots.

Fifty-nine growers reporting did not market all harvested vegetables, whereas 41 marketed all vegetables harvested. Thirty percent of the total shallot crop and 26 percent of the cabbage crop were unmarketed by growers. Eleven percent of the pepper crop went unmarketed. Low quality was the

principal reason given for not marketing all vegetables.

The average cost of harvesting and marketing a bag of cabbage was 48 cents, while the average cost to market a hamper of peppers was 71 cents. Shallots were marketed at an average cost of \$2.87 a barrel.

Most growers reported that they had grown cabbage since 1942. Since that time they had either changed completely to production of other vegetables or had decreased their acreage of cabbage. The reason usually given for this change in acreage was the low prices received for cabbage.

Negro growers marketed cabbage from December 15, 1951, through June 30, 1952, receiving an average price of \$1.66 per bag. All growers received an average price of \$1.93 per unit, for cabbage sold from March 24, 1952, through April 30, 1952.

The average price for all growers applies to cabbage grading 80 percent US No. 1 quality or better, while the price computed for Negro growers of cabbage includes prices received for cabbage of various qualities. The price for Negro growers was calculated on the basis of data covering a longer period of time than for all growers.

The seasonal average price received by Negro growers for peppers from May 5, 1952, through July 25, 1952, was \$3.36 per hamper. All growers received an average price of \$5.18 per hamper of peppers grading US No. 1, sold from May 31, 1952, through July 14, 1952. The average price received by all growers for the sale of US No. 2 peppers, sold from June 4, 1952, through July 14, 1952, was \$3.77 per hamper.

The average seasonal price received per barrel of shallots sold by Negro growers from February 25, 1952, through June 1, 1952, was \$6.99 per unit. All growers received an average price of \$6.18 per barrel of US No. 2 shallots sold from October 25, 1951, through April 30, 1952. Many Negro growers who sold shallots on the French Market sold their produce by the bunch, receiving a higher price than if they had sold them by the barrel. Of 99 growers 97 percent received current marketing information from various sources. At least part of the marketing information used by most growers was obtained from buyers.

Thirty-six percent of the growers interviewed used some outside source of credit for financing their production and marketing of vegetables. Sixty percent borrowed less than \$100, whereas 11 percent borrowed more than \$300. Extended credit was used by 78 percent of the growers who used outside sources of credit. Eighty-nine percent of the growers who received financial aid, paid no direct interest rates. During the last 5 years, 9 growers had had difficulty in borrowing money or obtaining extended credit, mainly because of the perishability of their crops.

#### RECOMMENDATIONS

Present harvesting and marketing practices among Negro vegetable growers offer possibilities for improving economic efficiency. Likewise, improvements in these practices probably would increase average price received, even with no change in the general level of demand. Several of the following recommendations pertain to the harvesting and marketing of all three vegetables included in the survey; others pertain to a specific vegetable.



General

I. Cabbage, Peppers, and Shallots

A. Use Available Market Information

Use of current market information furnished by the radio, the press, and Federal-State market reports would tend to improve the bargaining position of growers in selling vegetables. This type of information would be more reliable in some cases than market information obtained from neighbors and buyers.

B. Maintain Records of Sales and Expenses

Simple records of sales and expenses should be maintained by all vegetable growers. It is believed that with full cooperation from county agricultural agents and educational institutions, growers can be shown the value of keeping simple records of expenses and sales as a basis for making certain production and marketing decisions. Such records would also aid in providing financial information needed in computing income taxes.

C. Finance Vegetable Crops Wisely

Because vegetable crops are highly perishable, all available sources of finance should be studied carefully, before borrowing money or securing extended credit. This study revealed that a few growers paid interest on borrowed money and extended credit, whereas several sources, especially those that granted extended credit, charged no direct interest. Prices charged for supplies sold by some credit agencies were not examined.

D. Investigate all Available Market Outlets Prior to Selling Vegetables

Before making a decision to sell vegetables to a particular buyer, growers should contact all available market outlets, in order to find the best market for the sale of their vegetables. Different markets should be considered in terms of demand, supply, and prices being offered for fresh vegetables. The distance to different market outlets and type of transportation available should also be considered. A little additional time spent in selecting a good market outlet often can mean significantly greater net returns from the sale of fresh vegetables.

E. Consider Advantages of the French Market

Those growers who grow vegetables in areas surrounding Orleans Parish, should consider the French Market as an important market outlet for their vegetables. The French Market attracts several types of buyers, who are interested in buying both large and small volumes of fresh vegetables. Vegetables of high quality can be sold to truckers, chain stores, and independent stores, whereas consumers are interested in buying vegetables of various qualities. Peddlers, who are seeking bargains, are good customers for lower quality vegetables.

F. Cooperation Among Growers on the French Market

A few growers who sold at the French Market received low prices for part of their vegetables, as work on their farm prevented them from waiting for better offers for the vegetables still unsold. These growers could



have other growers sell their unsold vegetables for them, thus avoiding sales at low prices. Procedures for final settlement could be decided between the cooperating growers. Such a practice might also help to keep the market price more stable.

### Specific

#### I. Cabbage

##### A. Cut Cabbage When Heads are Solid

Cabbage generally should be cut when the green cover leaves begin to curl back slightly exposing the whiter leaves. Cabbage cut at this stage has usually attained maximum size and solidity. If cabbage is harvested as soon as the heads have attained marketable size, the heads are often soft and inferior in quality. These soft heads wilt badly, becoming unattractive when placed on display. Cabbage cut at an overmatured stage is crisp and brittle and is unsuitable for shipment.

##### B. Leave Proper Number of Wrapper Leaves Attached to Heads

From four to seven green wrapper leaves should be left attached to the heads. These leaves protect the heads and can be removed when the cabbage is placed on display, giving the heads a fresh appearance. But growers should always remove all leaves that show material damage, even if the proper number of wrapper leaves are not left attached.

##### C. Cabbage Loaded in Bulk from the Field Should be Handled Carefully

When cabbage is loaded loose in conveyances and hauled from the field, the heads should be handled carefully. All heads should be placed carefully in the bed of the conveyance in order to prevent bruising. Growers should avoid the practice of tossing cabbage into the bed of the conveyance.

##### D. Carefully Sort and Pack Cabbage

When packing cabbage in mesh bags all heads should be carefully examined, to see whether they are neatly trimmed and free of bruises and ragged leaves. Heads should also be solid and as uniform in size as possible. A carefully packed bag of cabbage is likely to bring the grower more money than a bag of cabbage that is poorly packed.

#### II. Peppers

##### A. Pick Peppers When Dark Green in Color

When peppers become dark green they have usually attained the correct stage of maturity for harvesting. If harvesting is delayed until the peppers are tinged with red, they are usually overripe and are unsuitable for shipment.

##### B. Harvest Peppers With Short Stem Attached

Harvesting peppers with a short stem attached lowers the possibility of quick deterioration when they are transported to distant markets.

C. Use Hampers for Harvesting and Delivery of Peppers to Market Outlets

A few growers harvested and delivered peppers to market outlets in burlap bags. This type of container should be replaced with standard bushel hampers, as harvesting and marketing peppers in bags result in bruising, which in turn means lower prices to growers. Time is also lost, as growers often empty peppers from bags into hampers at the market.

D. Carefully Wash, Sort, and Pack Peppers

All hampers should be packed with peppers that are washed in cool water. Exclude all defective peppers, as hampers should be packed with peppers that are uniform as possible in size and quality.

III. Shallots

A. Carefully Pull Shallots from the Soil

Care should be used in pulling shallots from the soil, in order to avoid unnecessary bruising of the shallot leaves. The leaves bruise easily when shallots are pulled from hard or frozen soil. The presence of dew on the leaves also increases the chances of their becoming bruised, while being pulled.

B. Avoid Washing Shallots in Pools, Ditches, and Bayous

Shallots should not be washed in pools, ditches, and bayous, where the water is often stagnant. Washing shallots in stagnant water makes them dull looking, and this practice is also against health regulations. Wash all shallots in facilities that permit the water to be changed at frequent intervals.

C. Carefully Trim Shallots for the Market

Proper trimming is important in determining the grade of shallots marketed. While trimming, growers should be certain to leave no shallots attached to each other. Neither should any stems be broken above the point of root attachment, and only one shallot stem should be left encased in a single wrapper sheath. Shallots that are too small to be marketed should be discarded.

D. Market Shallots With the Proper Amount of Blanch

Blanching with soil should be started early enough to allow all shallots to get the proper amount before they are pulled from the soil. At least 2 1/2 inches of blanch should be showing at time of sale.





